



# UNIVERSITY OF THE PUNJAB

B.S. 4 Years Program / Sixth Semester – 2020

Paper: Social Psychology (Revised)

Course Code: APSY-367 Part – I (Compulsory)

Time: 15 Min. Marks: 10

Roll No. in Fig. ....

Roll No. in Words. ....

Signature of Supdt.: .....

**ATTEMPT THIS PAPER ON THIS QUESTION SHEET ONLY.**

**Division of marks is given in front of each question.**

**This Paper will be collected back after expiry of time limit mentioned above.**

Q.1. Encircle the correct choice.

(1x10=10)

i). When we behave badly or fail in a task, we reassure ourselves by thinking that such lapses are common. This is an example of:

a) Self-serving attribution

b) False consensus effect

c) Confirmation bias

d) Priming

ii). The \_\_\_\_\_ explains why powerful anecdotes can nevertheless be more compelling than statistical information and why perceived risk is therefore often badly out of joint with real risks.

a) Availability heuristic

b) Illusory correlation

c) Over-confidence phenomenon

d) Automatic processing

iii). When playing a game of chance against an awkward and nervous person, people bet significantly more than when playing against a dapper, confident opponent. This is due to:

a) Illusion of control

b) Illusory correlation

c) Social control

d) Confirmation bias

iv). \_\_\_\_\_ motivates us with a vision of the life we long for.

a) Self-reference

b) Self-concept

c) Self-presentation

d) Possible self

v). \_\_\_\_\_ and self-esteem grows with hard-won achievements.

a) Self-concept

b) Social identity

c) Self-efficacy

d) Internal locus of control

**vi). The adaptive value of anticipating problems and harnessing one's anxiety to motivate effective action is known as:**

- a) Self-presentation
- b) Self-monitoring
- c) Defensive pessimism
- d) Intuitive judgments

**vii). If a credible person's message fades away as its source is dissociated from the message, then the impact of a non-credible person may correspondingly increase over time if people remember the message better than the reason for discounting it. This is called:**

- a) Primacy effect
- b) Recency effect
- c) Sleeper's effect
- d) Peripheral route

**viii). Prejudice is a negative \_\_\_\_\_**

- a) Belief
- b) Judgment
- c) Behavior
- d) Attitude

**ix). Appreciating a tasty food that others love is:**

- a) Conformity
- b) Dispositional attribution
- c) Compliance
- d) Norm formation

**x). A false impression of what most other people are thinking or feeling or how they are responding is known as:**

- a) Groupthink
- b) Group polarization
- c) False consensus effect
- d) Pluralistic ignorance



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**ATTEMPT THIS (SUBJECTIVE) ON THE SEPARATE ANSWER SHEET PROVIDED**

**Q.2. Give short Answers.**

**(5x4=20)**

1. What are the current trends in Social Psychology?
2. Define stereotypes with an example.
3. What is self-efficacy? Explain briefly with an example.
4. What are factors involved in altruism?
5. Define group cohesiveness. Briefly explain its effects on social interaction.

**Q.3. Give Long Answers.**

**(3x10=30)**

1. Write comprehensive note on research methods in Social Psychology?
2. What is social perception? Explain in detail concepts involved in it.
3. Explain the effects of aggression in relation to social behavior.